

**Allbora, Green Packaging Alibaba**

**SPEAKER**

**Valentino Grossi**

**[CEO]**



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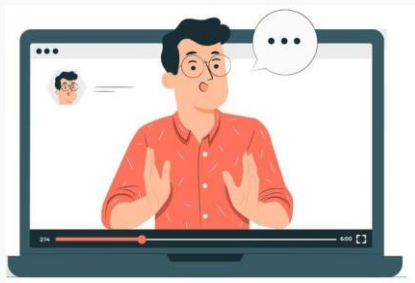
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**UNBOX YOUR BUSINESS**

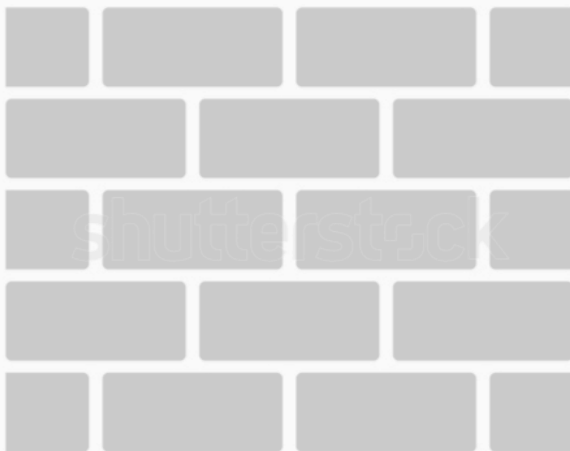
# Problem

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## BUYER



Food&Beverage - Fashion&Luxury -  
Chemical&Pharmaceutical



## SUPPLIER



SME – StartUp  
- Artisan

## The Problems

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How to find a customized solution?

# Solution

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## BUYER



Food&Beverage - Fashion&Luxury -  
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## SUPPLIER



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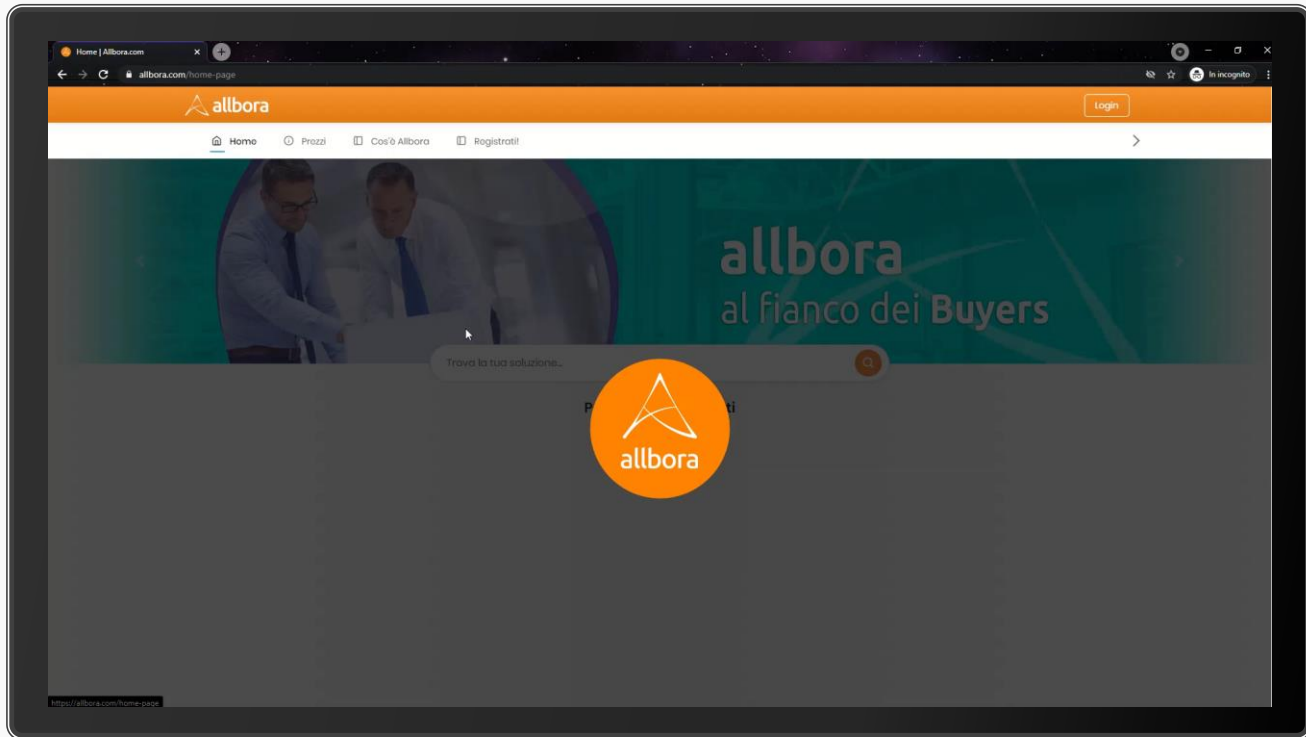
## The Solution

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Allbora is a Multi-sides Platform that digitalizes Packaging solutions matchmaking.

# Allbora: Quick, Easy, Digital

**Mission** Helping companies approach new digital tools and channels quickly and easily. **Vision** open digital to everyone



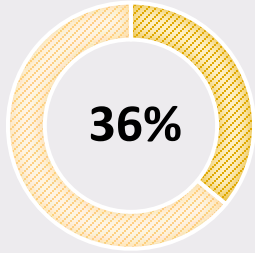
# Unique Value Proposition

*Allbora the smartest way to find packaging solutions*

- Easy search thanks  
to Referral Systems (**AI**)
- **Affinity index**  
(MOQ, impact green, distance...)
- **Anticipating requests**  
thanks technical suggestions (**AI**)

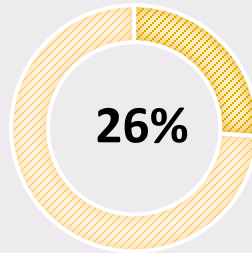


# Why Now?

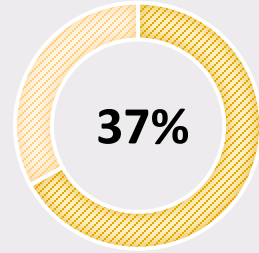


**Increased online searches**

(compared to the same period in 2019)



**Increase online purchases**



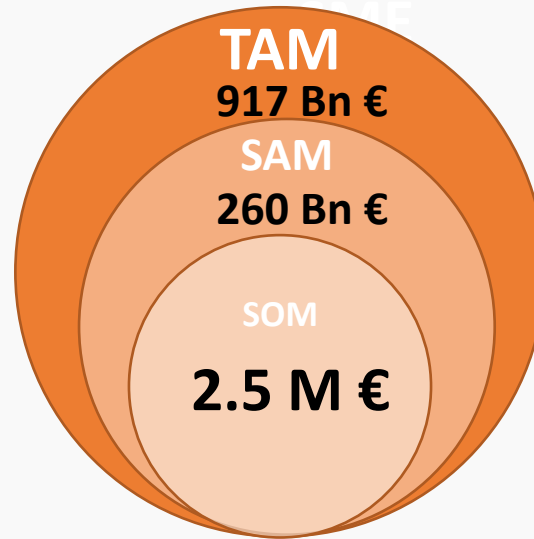
**Consumers evaluate the packaging and the attention of sellers to the environmental impact.**



\* USA B2B total digital transactions

# Dimension Market

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C.A.G.R. 3.9% 2017-2023

# Competitors



# Founders

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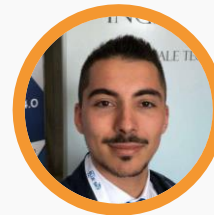
**CFO**

[Francesco Materassi](#)



**CEO**

Eng. [Valentino Grossi](#)



**CTO**

Eng. [Emanuele Guardiani](#)

## Founder Experience:

Eng-PhD; Dev. Platform; Key Account Manager in Pack Industry;  
Pack Project Management; ScholarShip Google and Apple

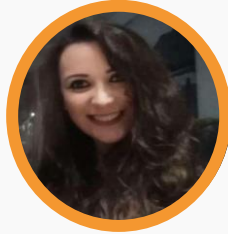
# Team

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**CGO**

PhD [Daniele Horeczko](#)



**CMO**

[Alessia Berardinelli](#)



**Digital Copywriter**  
[Steven Gori](#)



**Other Team Members**

Freelancer Member

# Achievements



# Business Model



**Suppliers**

**Subscription**

To active the  
profile

Starting from  
365 €/year



**Buyers**

**SaaS**

To receive  
quotes

Starting from  
29.99 €



## Pre-Seed Metrics

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30

Monthly quotes  
delivered

2

Buyers Leads per day

€ 10

Customer  
Acquisition Cost-CaC

1.6 K

MAU-Monthly Active Users

€ 0.5 K

Monthly Recurring Revenue

4

Suppliers Clients

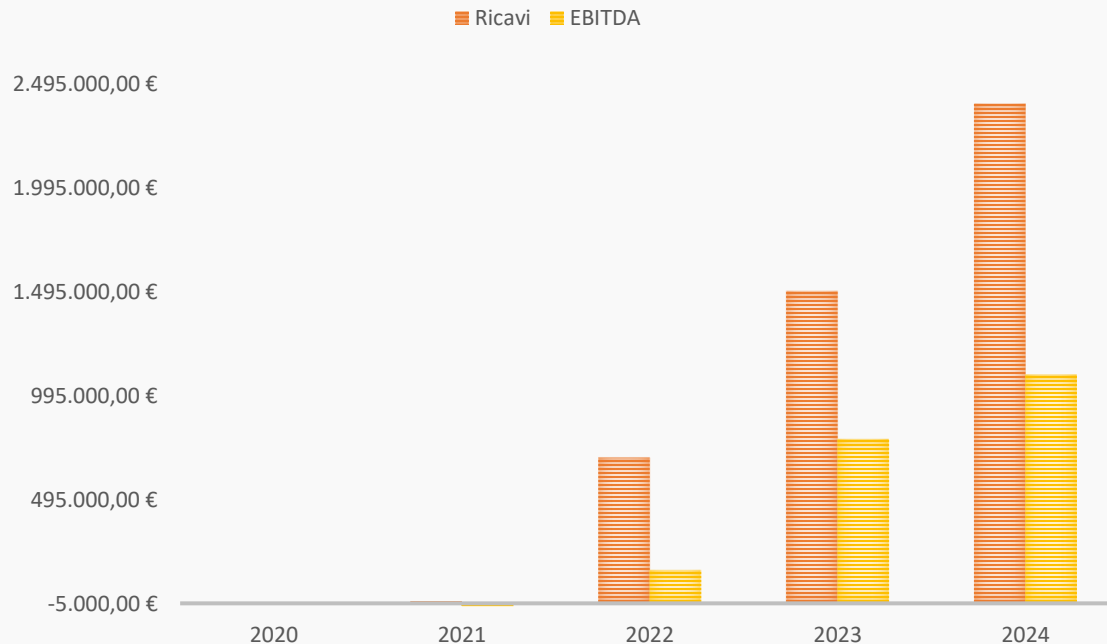
€ 1.6 K

Estimate Life Time value

# Capital raised & Growth prospects

## Capital raised

- 50 k Debt (✓)
- 5 k equity free (✓)



# Thanks

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